

WHAT DOES IT TAKE TO GET WHERE YOU WANT TO BE?

NEVER MISS A QUARTER—Break it down:

- \$300 weeks, with a profit of \$150/week = \$600/month = SAPPHIRE STAR!
- \$400 weeks, with a profit of \$200/week = \$800/month = RUBY STAR!
- \$500 weeks, with a profit of \$250/week = \$1000/month = DIAMOND STAR!
- \$600 weeks, with a profit of \$300/week = \$1200/month = EMERALD STAR!

ARE YOU SATISFIED WITH YOUR BUSINESS?

What does it take to get where you want to be? In other businesses or jobs, it is sometimes murky to know what you have to do to get the position you want, but not so with Mary Kay. This is the formula to go by.

Remember, people may disappoint, but numbers never lie!

RED JACKET

15 faces (3 to 5 classes)

Interview each person from the class

1 in 5 will join with a \$600+
wholesale order

15 / 5 = 3 New Team Members

4% love check, recognition at events,
and special classes at Seminar



TEAM LEADER

30 faces (6 to 10 classes)

Interview each person from the class

1 in 5 will join with a \$600+
wholesale order

30 / 5 = 6 New Team Members

4%-9%-13% love check and
your on your way to....



GRAND ACHIEVER

60 faces (12 to 20 classes)

Interview each person from
the class

1 in 5 will join with a \$600+
wholesale order

60 / 5 = 12 New Team Members

4%-9%-13% love check

NEW PONTIAC G6 OR VIBE

or \$375 monthly cash compensation,
recognition at events, and special classes
at Seminar



DIRECTORSHIP

150 faces (30 to 41 classes)

Interview each person from the class

1 in 5 will join with a \$600+
wholesale order

150 / 5 = 30 New Team Members

9%-13% love check, **NEW SATURN** or \$500 monthly cash
compensation, recognition at events, special classes at Seminar,
position to influence women's lives in a positive, nurturing
environment.



Remember: If you build your team from classes, they will join and hold classes, thereby being much stronger and more likely to stay with you for the duration of your career! In addition, they will see the value of having product on their shelf, which will make them much stronger selling consultants.